



Connections

News From the Connecticut District Office

March 2003

Marie A. Record District Director

The SBA Celebrates Women's History Month

This is an exciting time to be a woman business owner. Women are starting businesses at twice the rate of all businesses and staying in business longer. There are approximately 9.1 million women-owned businesses that employ 27.5 million people contributing \$3.6 trillion to the economy. However, women continue to face unique obstacles in the world of business. Today the U.S. Small Business Administration is doing more than ever to help level the playing field for women entrepreneurs. The SBA's Office of Women's Business Ownership is leading the way.

Office of Women Business Owners

OWBO offers programs to help women put together successful loan packages or break into the federal procurement and export markets. OWBO has loan guaranty programs to help those who cannot get lending through conventional channels to finance their businesses. The OWOB promotes, and provides the growth of women-owned businesses through programs that address business training and technical assistance, and provides access to credit and capital, federal contracts and international trade opportunities. For more information and to find help in your area visit www.sba.gov/womeninbusiness. Also, visit the online women's business center web site at www.onlinewbc.gov.

WomenBiz.gov

This web site was established to assist Women Owned Small Businesses (WOSB) seeking federal related business. It provides over 100 links to federal procurement and subcontracting information, opportunities and registration sites

for bidders' lists. It also provides information on obtaining WOSB federal or private certifications and a list of the Offices of Small and Disadvantaged Business Utilization (OSDBUs) at the different federal agencies. For more information go to www.womenbiz.gov.

Other areas of interest for WOSB

PRO-Net – SBA provides a free on-line database of small businesses enabling WOSB's to gain instant and wide exposure to the federal contracting community.

PRO-Net is an excellent marketing tool and is used by contracting officers and prime contractors seeking small businesses in particular industries and locations, often by the type of ownership, e.g., WOSB. Log on to www.pro-net.sba.gov for more information.

Subcontracting – Government subcontracts provide marketing opportunities for small businesses. Federal prime contractors are required to use their best efforts to subcontract to WOSB's and other small businesses. SBA's Subcontracting Opportunities Directory can be viewed at www.sba.gov/GC/contracts.html.

Certification – Currently there are no certification procedures required for women-owned businesses for federal procurement. WOSB's may self-certify for procurements, and may register as WOSB's in PRO-Net. Some prime contractors however do require third-party certification. Contact either the Women's Business Enterprise National Council (WBENC) at www.wbenc.org or the National Women's Business Owners Corporation (NWBOC) www.nwboc.org.

"In Connecticut, we encourage women in business to contact our women's business centers at sbaowboc@mail.hartford.edu or info@ctwbdc.org"

**Connecticut District Office
FY 2003 Loan Volume By Lender
As of 02/28/03**

Citizens Bank	106	\$4,034,000
Fleet National Bank	104	\$5,670,400
Webster Bank	38	\$3,458,300
Hudson United Bank	19	\$2,427,000
CIT Small Business Lending Corp.	17	\$9,443,500
Cornerstone Business Credit	17	\$4,153,500
Connecticut Comm. Invest. Corp	09	\$4,433,000
Capital One, FSB	09	\$ 420,000
Commercial Loan Partners	08	\$2,853,000
Sovereign Bank	07	\$ 610,000
First International Bank	06	\$2,632,749
People's Bank	06	\$ 968,200
JP Morgan Chase Bank	05	\$ 400,000
Washington Trust Co. of Westerly	05	\$ 175,000
Business Loan Center, Inc.	04	\$1,855,000
Home Loan & Investment Bank	04	\$1,905,000
Wachovia Bank, NA	04	\$1,008,100
NewMil Bank	04	\$ 925,000
Newtown Savings Bank	04	\$ 405,000
Housatonic Industrial Dev. Corp.	03	\$1,060,000
GE Capital Corporation	03	\$ 990,000
Business Lenders, LLC	03	\$ 692,000
Bank North, NA	03	\$ 170,000
Connecticut Business Development	02	\$1,216,000
Farmington Savings Bank	02	\$ 450,000
The Simsbury Bank & Trust Co.	02	\$ 450,000
Essex Savings Bank	02	\$ 425,000
Bank of Southern Connecticut	02	\$ 405,000
Enterprise Capital, Inc.	02	\$ 200,000
Union Savings Bank	02	\$ 74,200
Commerce Bank	01	\$1,625,000
American Savings Bank	01	\$ 500,000
Savings Bank of Danbury	01	\$ 425,000
Ridgefield Bank	01	\$ 421,600
Northwest Community Bank	01	\$ 375,000
Valley National Bank	01	\$ 360,000
First Union National Bank	01	\$ 344,000
Hampden Savings Bank	01	\$ 312,000
Bank of Westport	01	\$ 200,000
Rockville Bank	01	\$ 200,000
NCB Savings Bank	01	\$ 195,000
Woori American Bank	01	\$ 150,000
Valley Bank	01	\$ 140,000
Hometown Bank, A Cooperative Bank	01	\$ 120,000
New Haven Savings Bank	01	\$ 120,000
Panasia Bank, NA	01	\$ 120,000
Chelsea Groton Savings Bank	01	\$ 115,000
Westbank	01	\$ 89,000
Liberty Bank	01	\$ 75,000
Tolland Bank	01	\$ 63,500
Westfield	01	\$ 57,400
Bank of America, NA	01	\$ 8,700
Total	424	\$59,140,649

**Connecticut District Office
FY 2003 Loan Volume By Lender
As of 02/28/03**

504 Loans

CIT Small Business Lending	03	\$1,136,000
Cornerstone Business Credit	02	\$ 916,000
Fleet Bank	02	\$ 721,000
Banknorth	01	\$1,253,000
Citizens Bank of CT	01	\$ 781,000
Salem Five Cents Savings Bank	01	\$ 745,000
Webster Bank	01	\$ 570,000
Savings Bank of Danbury	01	\$ 496,000
Webster Bank	01	\$ 459,000
National Cooperative Bank	01	\$ 397,000
American Savings Bank	01	\$ 380,000
Hampden Savings Bank	01	\$ 313,000
Union Savings Bank	01	\$ 291,000
Ridgefield Bank	01	\$ 273,000
Peoples Bank	01	\$ 266,000
American Savings Bank	01	\$ 209,000
Home Loan & Investment Bank	01	\$ 184,000
Dime Savings Bank of Norwich	01	\$ 135,000
Total	22	\$9,525,000

UP Coming Events

- | | | |
|--------------|------------------------|--|
| March | 20th | <p>Permanent Commission on the Status of Women (PCSW)
30th Anniversary Celebration
Legislative Office Building
Hartford, CT
Time: 4:30 pm
For more information call (860) 240-8300</p> |
| April | 5th | <p>Women In The Trades and Non-Traditional Occupations Connecticut
Marriott Rocky Hill, CT
Time: 8:00 am to 2:00 pm
Cost: \$25 General Admission - \$35.00 at door - \$20 Full Time Students
To register call (860) 240-8300 by March 21, 2003</p> |
| | 29th | <p>BankWorld
Radisson Hotel & Conference Center
Cromwell, CT</p> |
| May | 28th | <p>National Association of Women Business Owners (NAWBO)
Annual Awards Banquet
The Inn at Longshore
Westport, CT
Nominations are now being accepted for CT Woman Business Owner, CT
Women Entrepreneur and NAWBO-CT Business Owner of the Year
For nominations information call (203) 431-0909 for Banquet call (860) 667-1504</p> |

Check out our website for other ongoing seminars and workshops for small business www.sba.gov/ct

Connecticut District Office

SPOTLIGHT ON!

Gateway Community College
Small Business Center
Open House



L to R Ginny Griffin, SBA, Rose Bednarz, Prof. Gateway CC, Dr. Dorsey Kendrick, Pres., Gateway CC, Cong. Rosa L. DeLauro

On Monday, February 10, Gateway Community College Small Business Center held its first annual Open House on the Long Wharf campus. The center is a joint effort with Gateway and partners the U.S. Small Business Administration (SBA), Service Corp of Retired Executives (SCORE), the Women's Business Development Center (WBDC), and the Connecticut Small Business Development Center (CSBDC). Congresswoman Rosa DeLauro was the guest speaker.

The Gateway Small Business Center (GSBC) will serve as a resource to small business in the Greater New Haven area, as well as Gateway students. GSBC will provide support and networking opportunities to local businesses and entrepreneurs, along with technical assistance and training courses. United Illuminating also contributed financial support for the entrepreneurial business library.

More
Connections

SCORE Honors Dave Goldman for 30
Years
of Dedicated Service



L to R Kitty Duncan, SBA, Dave Goldman

Dave Goldman, SCORE Counselor for 30 years was honored at a surprise luncheon on February 14th 2003 at La Trattoria Restaurant in Canton, CT.

A World War II Veteran, he received the Bronze Star. He managed the SCORE office at the Simsbury Branch Library and volunteered additional time to the library.

Bob DeSmith, Chapter Chairman, presented Dave with a plaque in appreciation for his years of dedicated service. Kitty Duncan, Business Development Specialist and Liaison to SCORE for SBA presented him with a plaque in appreciation for his outstanding service. He was also cited by Susan M. Bullock, Director, Simsbury Public Library and Jennifer O. Keohane, Business Outreach Librarian in recognition for his many years of assisting the Simsbury Public Library. A surprise visit was made by Morris Rodenstein, Director, Volunteer Services, National SCORE, Washington, D.C. who presented a beautiful clock to Mr. Goldman inscribed with the SCORE Logo. The luncheon was well attended by SCORE counselors, their wives, friends and Mrs. Goldman. Mr. Goldman was very surprised and touched by the outpouring of affection for him.

Congratulations and Best Wishes
Dave Goldman!!!

Become a SCORE (Service Corp of Retired Executives) volunteer

Contact: (860) 251-7000 or email www.SCORE.org